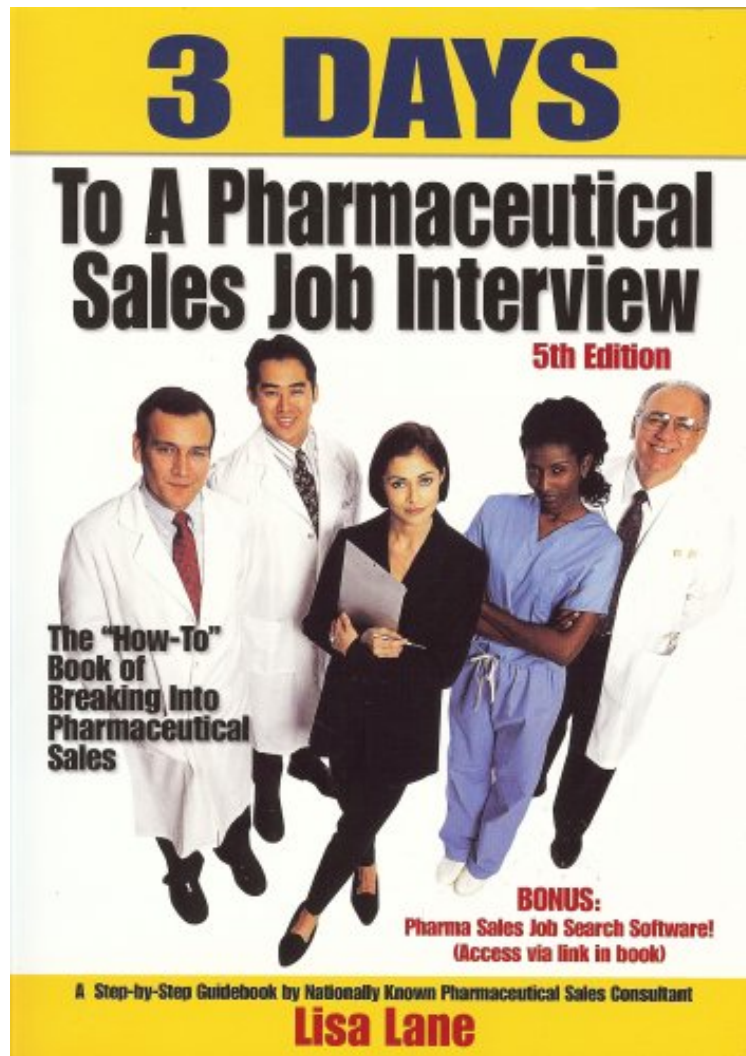


(Ebook pdf) 3 Days To a Pharmaceutical Sales Job Interview, 2008, 5th Edition

3 Days To a Pharmaceutical Sales Job Interview, 2008, 5th Edition

Lisa Lane

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Lisa Lane : 3 Days To a Pharmaceutical Sales Job Interview, 2008, 5th Edition before purchasing it in order to gage whether or not it would be worth my time, and all praised 3 Days To a Pharmaceutical Sales Job Interview, 2008, 5th Edition:

2 of 3 people found the following review helpful. 3 Days to a Pharmaceutical Sales Job InterviewBy Current Sales RepThis book is terrific. I have read two other books on the subject of interviewing for Pharmaceutical Sales. I have been a rep now for 4 years. I read the earlier editions which are similar, but I wanted to see the changes in the newest edition. The book was esential to me breaking into the industry. I had the experience I needed, but the book helped me to put my experience into the correct format for the interview. I had interviewed several times, but was never able to make it to the final round. I read the book before my last interview before getting into the industry. I give the book a

lot of credit for helping me mold my interview answers. I have also used and recommended the book to others that I have trained for the interview process. I have interested candidates read the book before we even begin the mock interview process. It is essential and should be read by anyone interested in the industry. I am also using the book to review the interview questions in the book to refresh me for new opportunities when I interview for new jobs. Lisa Lane stays current and gives great pointers for the industry. I'm sure that if you read this book you will have an edge over the competition during the interview process. 0 of 0 people found the following review helpful. Four Stars By mazin nemer Recommended for fresh graduated people,, read it before designing your Resume and before going to the interview 0 of 0 people found the following review helpful. A must read! By Jay If you are looking to get into the buiiness this book is a must read. It provided me with tons of useful info.

3 Days to a Pharmaceutical Sales Job Interview is a MUST HAVE for every serious pharmaceutical sales job seeker. Current and informative, 3 Days is the best selling pharmaceutical sales career guide available today. The author, a nationally known industry expert, shows readers how to hit the ground running and covers all the bases of the job search in this very competitive field. Lane's book is popular and for good reason: Not only does it hold the readers hand and show him/her exactly what to do to land interviews, it also shows the reader where to look for unadvertised openings and links to a database of all companies that hire pharma reps. (This is all complimentary with the book purchase.) Highlights from 3 Days: Answers to frequently asked questions about the pharmaceutical sales job hunt. Listing of over 175 recruiters who specialize in placing pharmaceutical sales professionals. Including names, phone numbers and addresses. Pharmaceutical association listing with email addresses and contact information. Knock their socks off tips on how to get your resume noticed! Resume Do's and Don't's 16 Sure shot ways to fire up your resume! Lightening charges pharmaceutical sales specific objectives. Resume boosting action verbs! Rule the pile with percentages! How does your resume stack up? Resume samples (5 total, including one for a recent college graduate and a person transitioning to sales). Pharmaceutical Sales specific interview question and answers. How to break the ice and relax during interviews. What are they looking for? Are you the ideal candidate? How to Role Play during the Interview. Crucial closing questions that you should ask. Preparation for face to face interviews... What to study, what to expect, what to wear. Keys to good interview answers! An interview with a human resources specialist. The brag book, what is it, how to use it and assemble one. Contract companies... pros and cons and contact information. Cover letters that outdistance the herd For those who are serious about the pharmaceutical sales job hunt and are looking forward to interviewing, look for 118 Great Answers to Tough Pharmaceutical Sales Interview Questions, also by Lisa Lane.

3 Days to a Pharmaceutical Sales Job Interview is the best book out there for anyone trying to land a sales position with a pharmaceutical company. It outlines the entire process including a how to create a pharmaceutical sales specific resume that actually gets FOUND when you apply online, several excellent networking tips, most of which I had never thought of, and step by step instructions on getting an interview. I highly recommend this book to anyone who wants results in obtaining their dream job of becoming a pharmaceutical sales representative. I greatly enjoyed the book and have suggested it to many on my friends that are looking into entering the field. I thought it was extremely beneficial to read to get a flavor of what a pharmaceutical representative do on a day to day basis and how to break in. There is nothing more to say other than this book was AMAZING! I can't believe how in depth and step-by-step it was. Every concern, worry, or question I had prior to reading this was answered directly. I have read it cover to cover and plan to read it again. Excellent advice that really works! I landed a phone interview AND breezed through it thanks to this book. I was called up by the same company who interviewed me by phone (a MAJOR pharmaceutical company) and asked to fill out and fax my application to them immediately! Thanks to this book, I am prepared for a face-to-face interview and am very confident that I will know what to say, how to act, and that I will at the very least, land a second face-to-face interview! You cannot go wrong with purchasing this book if you are serious about landing a pharm. rep. career! --Tooze. I'm so excited and thankful that I bought this book that I wanted to share my story with everyone who is considering a career in pharma sales. --Amanda C. --Various Readers There is nothing more to say other than this book was AMAZING! I can't believe how in depth and step-by-step it was. Every concern, worry, or question I had prior to reading this was answered directly. I have read it cover to cover and plan to read it again. Excellent advice that really works! I landed a phone interview AND breezed through it thanks to this book. I was called up by the same company who interviewed me by phone (a MAJOR pharmaceutical company) and asked to fill out and fax my application to them immediately! Thanks to this book, I am prepared for a face-to-face interview and am very confident that I will know what to say, how to act, and that I will at the very least, land a second face-to-face interview! You cannot go wrong with purchasing this book if you are serious about landing a pharm. rep. career! --Tooze I read it completely in one night... what a fantastic approach! I was instantly excited, especially as applying on-line for pharma sales positions was getting me no where! Within 4 days of reading the book I had completely rewritten my resume and cover letter, on day 5 it was printed and bound into folders. By day 6 I was ready to go! I only had the afternoon but I couldn't wait any longer. I met 6 reps in 3 hrs, all of whom were very helpful and one of which

knew of an opening!!! Amazing! He asked me to call him later that night ...which I did. Day 7, I met the rep again for a coffee and a longer chat. On Day 8 the rep very kindly put me forward for 2 positions within the company! On Day 9 I went through the 1st phone screen....I got through instantly and I was scheduled for the next level phone screen on Day 14! I passed the second phone screen instantly too and on Day 16 I had my first interview with a DM! On day 18 I was in the field with one of their top reps...Day 21 I had an interview with another DM...Both DM's wanted to move me forward to the next level! Day 22 I had an interview with the Regional Business Manager and on Day 23 I WAS OFFERED THE JOB!!!! I start as a Pharmaceutical Sales Rep with J n J in 2 weeks! Unbelievable! From book arriving to job offer in 23 days!!! My friends can't believe it either. They are all reading the book now. I'm so excited and thankful that I bought this book that I wanted to share my story with everyone who is considering a career in pharma sales. --Amanda C.

About the Author Lisa Lane has helped thousands start careers in pharmaceutical sales. Known nationally as the pharmaceutical sales industry expert, she is also an award winning author and consultant. With over 20 years in the industry and a background in sales, training, product marketing, recruiting and interview coaching, her best selling book is sought out by many. Lisa is currently President of Drug Careers, Inc, a leading pharmaceutical sales career development company. She is recognized as an authority in her field and is the recipient of a Marketing Destiny Award for creative sales programs. Lisa has served as a career expert for many pharmaceutical career websites and the career sections of many newspapers and periodicals including Career Builder, Sales and Marketing Magazine, The LA Times, The Baltimore Sun, The Miami Herald, The Chicago Tribune and over 20 others. She maintains daily contact with professionals in all areas of pharmaceutical sales, counsels her customers, and devotes much of her time staying on top of current pharmaceutical news and information.